

*What contributing
\$1,000 a month now
can mean for your
retirement later!*

An Example (For Male Age 45 Retiring at 65)

OPTIONS

- A — recoups income taxes* from plan policy on annual bonus
B — forgoes recouping taxes on bonus for larger retirement & survivor benefits

FUNDING PHASE

In Year	Guaranteed Cash Value	OPTION A		OPTION B	
		Cash Value	Survivor Benefit	Cash Value	Survivor Benefit
5	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
10	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
15	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
20	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000

*What impact will your choice of Option A or B
have on your retirement and survivor benefits?*

RETIREMENT PHASE

	OPTION A	OPTION B
Annual Tax-free Benefit at 65	\$29,500	\$43,500
Total Retirement Benefit to 85	\$590,000	\$870,000
+ Tax-free Survivor Benefit (Death at 85)	\$401,000	\$480,000
= Total Benefit	\$994,000	\$1,470,000
- Corporation's Total After Tax Cost (34% Bracket)	-\$158,000	-\$158,000
= Net Gain	\$836,000	\$1,312,000

**By taking Option B & paying \$74,000 in income taxes
You gain \$476,000 in retirement and survivor benefits!**

Employee's annual income tax (31% bracket) of \$3,720 on \$12,000 bonus, or total of \$74,400 over 20 years.
Cash Value based on illustrative values of MetLife's Life at 98 (Male 45, guarantees face amount of \$512,626) and PLAR using 1992 dividends schedule. Dividends are neither guarantees nor estimates for the future.
*Annual Tax-Free Benefit through policy loans and withdrawals. Policy in force until death.



How It Can Work for You

Prepared For: _____

How much do you want to contribute? _____

Your current age? _____

Your tax bracket? _____

When do you want to retire? _____

Your Gender? _____

Company Tax Bracket? _____

How many years of income do you want? _____

Year/Month _____

FUNDING PHASE

In Year	Guaranteed Cash Value	OPTION A		OPTION B	
		Cash Value ¹	Survivor Benefit	Cash Value ¹	Survivor Benefit

What impact will your choice of Option A or B have on your retirement and survivor benefits?

RETIREMENT PHASE

	OPTION A	OPTION B
Annual Tax-free Benefit ²		
Total Retirement Benefit to _____		
+ Tax-free Survivor Benefit (Death at _____)	+	+
= Total Benefit		
- Employer's Total After Tax Cost (_____% Bracket)	-	-
= Net Gain		

By taking Option B & paying \$ _____ in income taxes
You gain \$ _____ in retirement and survivor benefits!

¹ Cash Value based on illustrative values of MetLife's _____, guaranteed face amount of \$ _____ and PCAR

using current dividend schedule. Dividends are neither guarantees nor estimates for the future.

² Annual Tax-Free Benefit through policy loans and withdrawals. Policy in force until death.

Metropolitan Life Insurance Company, Home Office, New York, NY

Tax-Advantaged

Bonus Plan

The "Tax-Advantaged Bonus Plan" offers completeness and flexibility all in one package:

Completeness:

Income Tax Free Retirement Income
Income Tax Free Death Benefit
Income Tax Reimbursement
Disability Waiver of Premium

Flexibility:

Easy to establish, no formal plan required
Include only the employees the Company wants
Increase retirement income without IRS approval
Plan features can be tailored to meet clients' needs
Client decides how much to put into the plan, not the IRS

Here's how the plan works:

1. Your client's company pays him or her a bonus every year between now and retirement. The bonus should be in units of \$1,000. Remember, the larger the bonus the larger the benefits.

2. Use the bonus to purchase either Whole Life, L95 or L98 with PAFAR. The computer software will automatically allocate the bonus between the PAFAR and the base contract.

Your client's bonus will be subject to income taxation. However, one year after your client deposits the bonus in the plan, he or

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he can withdraw enough funds to pay the income tax on the bonus. The withdrawal can be taken every year the bonuses are paid. The net result is no out-of-pocket cost for your client.

4. At retirement your client can receive a tax-free retirement income.
5. If your client wants some disability protection he or she can include Disability Waiver of Premium Rider in the plan.
6. The client's beneficiary will receive an income tax-free death benefit.

Let's look at an example:

John Doe is to and the owner and employee of ABC Corporation. He wants to set up a "Tax-Advantaged Bonus Plan."

All John has to do is decide how much ABC will contribute to the plan and complete an application for life insurance.

- There is no need to draft formal plan documents or seek IRS approval.

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The following chart compares John's benefits for different contributions.

	Annual Contribution \$5,000	Annual Contribution \$10,000
Retirement Income at Age 65	\$12,076 annually for 15 years	\$24,300 annually for 15 years
Death Benefit at Start of Plan	\$405,000	\$412,064

The above chart assumes that annual contributions are made to purchase a Whole Life contract with 1. All John's withdrawals funds annually from the plan to reimburse himself for the taxes paid on his future Disability Waiver of Premiums are included. All of the above numbers are estimates. The above is based on current rates.

The key to the plan is its flexibility and simplicity. If John Doe does not withdraw the money to pay for his taxes he will have substantially more retirement income. Of course, if he selects the Disability Waiver of Premium Rider he will have somewhat less retirement income.

Keep it simple. Offer your business clients the "Tax-Advantaged Bonus Plan" today.

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Telephone Approaches

The sole objective of using the telephone in your preapproach efforts is to make an appointment. Your objective is not to sell insurance over the telephone. In order for a business prospect to agree to meet with you, he or she must perceive that:

1. It will be a worthwhile investment of time.
2. It will be beneficial, and
3. It will not be harmful or unpleasant.

Telephone Scripts

The following are suggested scripts for your telephone preapproach talk.

1. To an Existing Client Who Owns a Business.

"(Client), we have spent a lot of time together reviewing your goals and objectives for you and your family. In the process you told me that you own your own business. MetLife has a new plan specifically designed for business owners like yourself. It's called the Tax-Advantaged Bonus Plan and is really quite unique. It provides you with retirement income, a death benefit and tax-deferred savings . . . all at no out-of-pocket cost! It's a simple, straightforward approach to having your business provide for your personal needs.

Can I come back to see you next Tuesday at 10 a.m. to show you this service, or would next Thursday at 2 p.m. be better?"

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2 To a Referred Lead.

"(Prospect), this is (your name) of MetLife calling. Recently I had the opportunity to work with a (good friend/associate/neighbor/client) of yours. (name of referrer). He/she spoke highly of you, and felt that you might also benefit from a special new plan MetLife is offering to business owners like yourself. It's called the Tax-Advantaged Bonus Plan and is really quite unique. It provides you with retirement income, a death benefit and tax deferred savings all at no out-of-pocket cost. It's a simple, straight forward approach to having your business provide for your personal needs.

I am calling to arrange a mutually convenient time for us to meet."

(Suggest appointment dates and times)

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To a Nonreferred Lead.

"Prospect, my services have proven valuable to other business owners and it's quite possible that they could also be valuable to you. MetLife offers a special plan to business owners like yourself. It will take only a few moments of your time to see if some of our business planning ideas might be useful to you. One idea I want to discuss with you is called the Tax-Advantaged Bonus Plan and is really quite unique. It provides you with retirement income, a death benefit and tax deferred savings...all at no out-of-pocket cost! It's a simple, straightforward approach to having your business provide for your personal needs."

(Suggest appointment dates and times)

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4 Following a Preapproach Letter/Brochure

(Prospect), I recently sent you a letter/brochure about our
Tax-Advantaged Bonus Plan. Perhaps you remember it?"

(regardless of Yes or No response.)

I'm calling now to arrange a mutually convenient time to show
you how this new plan can benefit you."

(Suggest appointment dates and times)

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Overcoming Objections:

The following are common objections and appropriate responses.

Objection: "So and so handles all of our insurance."

Response: "I'm familiar with that firm and they do a fine job. But I would still like to take about 15 minutes of your time to show our Tax-Advantaged Bonus Plan. It's a unique approach to providing benefits to business owners and I know you will find it interesting."

(Suggest appointment dates and times)

Objection: "I really don't have the time."

Response: "I appreciate how busy you are. I have found that business people are, without exception, busy people. I have also found that they have one trait in common: the desire to investigate new ideas and better ways of using the business checkbook to provide benefits for themselves. I believe I have such an idea for you."

(Suggest appointment dates and times)

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Objection: "I'm really not interested."

Response: "I understand why you'd feel that way... however, we've been able to show many business owners, in just a few minutes, how the Tax-Advantaged Bonus Plan can provide substantial benefits at no out-of-pocket cost."
(Suggest appointment dates and times)

All Purpose Response

If your initial response fails to overcome the objection, try the following: "I'll make you two promises. I'll take only 15 minutes of your time. And I won't call back unless you ask me to do so. Doesn't that sound fair?"
(Suggest appointment dates and times)

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Tarrytown Office Plaza, Suite 105
P.O. Box 1358, Armonk, IL 60607-1358
Tel. 212 423-4567
Fax 212 423-4567

John Q. Smith, CLU, ChFC, LUTCF
Senior Accounts Executive
Service from 1970

Investment & Underwriting
Times Qualified
National Quality Award
National Sales Achievement Award
Times Qualified

Prospecting Letter 1



Date

Joe Sample

Addressee Title

Company Name

Street Address

City, State, Zip Code

Dear Mr., Mrs., Ms.:

Everybody wants retirement benefits and life insurance protection, but nobody wants to pay for it.

As a business owner, you can have your business pay for these benefits. Consider it a special benefit for the most important employee you have ... you. And you don't have to provide these benefits for anybody else unless you want to.

I'd like to spend a few minutes with you to give you some ideas about how MetLife can help you provide for your retirement and protect your financial security.

I'll call you next week to set up an appointment.

Sincerely,

MetLife Rep

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Life, health and accident benefits offered through Metropolitan Life Insurance Company

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Farmland Office Plaza, Suite 300
 90 Box 156, Anywhere, IL 60601-1234
 Tel 312 (212) 4567
 Res 312 (212) 4567

John Q. Smith, CLU, ChFC, LUTCF
 Senior Account Executive
 Service from 1974

*President & Underwriter
 *Times Qualified
 *National Underwriter Award
 *National Sales Achievement Award
 *Times Qualified

Prospecting Letter 2



Date

Joe Sample

Addressee Title

Company Name

Street Address

City, State, Zip Code

Dear Mr. Mrs. Ms.:

If you're like most business owners, you've got the Standard Benefit Package for Small Business Owners:

*14-hour days.... six days a week

*3 long weekends of vacation every year

*Plenty of paperwork and record keeping

*Opportunities for family involvement (The kids have to help.)

But you're the boss. It's up to you to make sure that owning your business provides you with more than the Standard Benefit Package.

Let's get together to see how your business can provide you with the retirement benefits and financial security you deserve for all your hard work.

Let's call you next week to set up an appointment.

Sincerely,

MetLife -ec

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Life, health and accident benefits offered through Metropolitan Life Insurance Company

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Power Phrases

- 1 How would you like to have retirement plan that completes the funding itself and that requires no IRS approval?
- 2 Don't use your own money to pay for your life insurance premiums. Use business funds.
- 3 Would you like to have a deductible benefit plan with no administration and no IRS documents?
- 4 Would you be interested in providing yourself with retirement and death benefits with 150% out-of-pocket cost?
- 5 How would you like a plan that pays retirement income, provides a death benefit and doesn't require IRS approval or a lawyer to write it?
- 6 Do you want a retirement plan that involves the IRS or one that doesn't?
- 7 If you save as much in the next 20 years as you've saved in the past 20 years, would it be enough to take care of you for the rest of your life?
- 8 It is not easy to be old or poor, but it's a lot worse to be old AND poor.

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9 When you retire, it won't be important to know how much money you earned, just how much money you saved.

10 You'd give your spare change every day to keep an old person in dignity, wouldn't you? Why not do it for yourself?

11 When you retire, the bank pays you what you saved. The insurance company pays you what you meant to save.

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Note:

To have the policy issued on a unisex basis, have the following letter prepared on the employer's letterhead and submit it with the application.

Dear VerLife:

The premiums on the policy applied for on the life of name of insured are to be paid under the Tax-Advantaged Bonus -Executive Bonus Plan. Please issue unisex.

Sincerely,

Sender's Name

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TAX-ADVANTAGED BONUS PLAN
PRESENTATION TO ABC INC.
FOR
JOHN C. TAX REIMBURSEMENT

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Prepared by:
STEVEN KOHLER,
your Metropolitan Account Representative

METROPOLITAN LIFE INSURANCE COMPANY
ONE MADISON AVENUE
NEW YORK, NY 10010

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TAX-ADVANTAGED BONUS PLAN

The "Tax Advantaged Bonus Plan" offers completeness and flexibility all in one package:

Completeness:

Income Tax Free Retirement Income
Income Tax Free Death Benefit
Income Tax Reimbursement on Bonus to Executive
Disability Waiver of Plan Premiums

Flexibility:

Easy to establish, no formal plan requirements
Include only the employees the Company wants
Increase retirement income without IRS approval
Plan features can be tailored to meet your needs
You decide how much to put in plan, not the IRS

Here's how the plan works:

1. Your company pays you a bonus between now and retirement. The larger the bonus the larger the benefits.
2. Use the bonus to purchase a life insurance contract on your life. The bonus will be automatically allocated between the base contract and the Paid-up Additions Rider.
3. The bonus will be subject to income tax. However, one year after you deposit money in the plan you may withdraw sufficient funds to reimburse yourself for the income taxes. If a withdrawal is made, the bottom line is a reimbursement of any out of pocket income tax paid on bonuses.
4. At retirement notify MetLife when you would like the retirement income to start. At retirement you can elect to receive a tax free retirement income. Remember, the more money you put in the plan the more retirement income you will receive.
5. You own the contract and can name the beneficiary. At your death your beneficiary will receive an income tax-free death benefit.
6. If you like, the plan can offer disability waiver of plan contributions. You can do this by selecting disability waiver of premiums.

The "Tax Advantaged Bonus Plan" offers you flexibility and simplicity. All you need to do is decide on the amount of the contribution and complete the application.

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TAX-ADVANTAGED BONUS PLAN HIGHLIGHTS

FOR: JOHN Q. TAXREIMBURSEMENT AMOUNT OF INSURANCE: \$463,254
 AGE: 40 STANDARD SMOKER

DURING WORKING YEARS, AN ANNUAL BONUS OF \$10,000 WILL BE PAID FOR 25 YEARS

TOTAL BONUS PAID	\$250,000
TOTAL INCOME TAX ON BONUS	(\$70,000)
TOTAL PLAN REIMBURSEMENT FOR INCOME TAXES	\$70,000
NET TAX TO EXECUTIVE	\$0

AT RETIREMENT AGE 65, A NET ANNUAL INCOME OF \$36,585 WILL BE PAID FOR 16 YRS

TOTAL NET AFTER TAX RETIREMENT INCOME	\$585,360
TOTAL PROCEEDS AT DEATH (AGE 81)	\$545,232
TOTAL PAYOUT FROM PLAN	\$1,130,592
CUMULATIVE EMPLOYER COST**	(\$165,000)
TOTAL GAIN (AFTER TAX)	\$965,592

** BASED ON A 34.00% EMPLOYER TAX BRACKET.

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Illustration of Tax-Advantaged Bonus Plan

PREPARED FOR: JOHN Q. TAXREIMBURSEMENT
 ISSUE AGE: 40

AMOUNT OF INSURANCE \$ 463,254
 ASSUMED TAX BRACKET: 28.00%

PLAN OF INSURANCE: LIFE PAID-UP AT 98

DIVIDENDS APPLIED TO: Additional Insurance

EXECUTIVE'S ILLUSTRATION
 BONUS EQUAL TO THE PREMIUM PAYABLE FOR 25 YEARS

YEAR	ANNUAL PREMIUM	BONUS	TAX ON BONUS	TAX FREE DISTRIBUTION	NET TAX TO EXECUTIVE	ILLUSTRATIVE CASH VALUE	DEATH BENEFIT
1	10000	10000	2800	0	0	2845	472955
2	10000	10000	2800	2800	0	4158	476128
3	10000	10000	2800	2800	0	9434	479973
4	10000	10000	2800	2800	0	17349	484693
5	10000	10000	2800	2800	0	25199	490439
TOTAL	50000	50000	14000	11200			
6	10000	10000	2800	2800	0	34475	497416
7	10000	10000	2800	2800	0	43691	505129
8	10000	10000	2800	2800	0	54286	513602
9	10000	10000	2800	2800	0	64946	522950
10	10000	10000	2800	2800	0	77125	533205
TOTAL	100000	100000	28000	25200			
11	10000	10000	2800	2800	0	89984	544463
12	10000	10000	2800	2800	0	104075	556802
13	10000	10000	2800	2800	0	119054	570344
14	10000	10000	2800	2800	0	135488	585159
15	10000	10000	2800	2800	0	153058	601382
TOTAL	150000	150000	42000	39200			
16	10000	10000	2800	2800	0	172374	619107
17	10000	10000	2800	2800	0	193618	638481
18	10000	10000	2800	2800	0	216527	659632
19	10000	10000	2800	2800	0	241785	682690
20	10000	10000	2800	2800	0	269659	707838
TOTAL	200000	200000	56000	53200			
21	10000	10000	2800	2800	0	298550	738889
22	10000	10000	2800	2800	0	329140	772299
23	10000	10000	2800	2800	0	362068	808216
24	10000	10000	2800	2800	0	397935	846717
25	10000	10000	2800	300	0	436447	887910
TOTAL	250000	250000	70000	6000			

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Illustration of Tax-Advantaged Bonus Plan

PREPARED FOR: JOHN C. TAX REIMBURSEMENT
ISSUE AGE: 40

AMOUNT OF INSURANCE \$ 463,254
ASSUMED TAX BRACKET: 28.00%

PLAN OF INSURANCE: LIFE PAID-UP AT '98

DIVIDENDS APPLIED TO: Additional Insurance

EXECUTIVE'S ILLUSTRATION
BONUS EQUAL TO THE PREMIUM PAYABLE FOR 25 YEARS

WITHDRAWALS NOT EXCEEDING TOTAL PREMIUMS PAID TO DATE ARE CONSIDERED A TAX FREE RECOVERY OF COST BASIS.

* TAX ON BONUS, ALTHOUGH SHOWN IN THE YEAR BONUS IS RECEIVED, IS ASSUMED NOT TO BE PAID UNTIL THE FOLLOWING POLICY YEAR. THEREFORE SURRENDER OF VALUES TO PAY THESE TAXES WILL COMMENCE AT THE START OF THE SECOND POLICY YEAR.

† ILLUSTRATIVE VALUES ARE NOT GUARANTEES OR ESTIMATES OF FUTURE RESULTS.

THIS ILLUSTRATION IS TO BE USED IN CONNECTION WITH THE ATTACHED METROPOLITAN LIFE INSURANCE COMPANY PROPOSAL SHOWING DETAILS, GUARANTEES, ASSUMPTIONS AND OTHER IMPORTANT INFORMATION FOR THE PLAN OF INSURANCE SHOWN. ABOVE ILLUSTRATION REFLECTS GENERAL TAX PRINCIPLES. FOR QUESTIONS AS TO HOW THIS APPLIES TO YOUR SPECIFIC CIRCUMSTANCES CONSULT WITH YOUR ATTORNEY OR TAX ADVISOR.

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Illustration of Tax-Advantaged Bonus Plan

PREPARED FOR: JOHN Q. TAXREIMBURSEMENT,
 ISSUE AGE: 40
 EMPLOYER'S NAME: ABC INC.
 PLAN OF INSURANCE: LIFE PAID-UP AT 98

AMOUNT OF INSURANCE \$ 463,254
 ASSUMED TAX BRACKET: 34.00%

DIVIDENDS APPLIED TO: Additional Insurance

EMPLOYER'S ILLUSTRATION
 BONUS EQUAL TO THE PREMIUM PAYABLE FOR 25 YEARS

YEAR	BONUS	TAX SAVINGS TO EMPLOYER	AFTER TAX OUTLAY	CUMULATIVE OUTLAY
1	10000			
2	10000	3400	6600	6600
3	10000	3400	6600	13200
4	10000	3400	6600	19800
5	10000	3400	6600	26400
6	10000	3400	6600	33000
7	10000	3400	6600	39600
8	10000	3400	6600	46200
9	10000	3400	6600	52800
10	10000	3400	6600	59400
11	10000	3400	6600	66000
12	10000	3400	6600	72600
13	10000	3400	6600	79200
14	10000	3400	6600	85800
15	10000	3400	6600	92400
16	10000	3400	6600	99000
17	10000	3400	6600	105600
18	10000	3400	6600	112200
19	10000	3400	6600	118800
20	10000	3400	6600	125400
21	10000	3400	6600	132000
22	10000	3400	6600	138600
23	10000	3400	6600	145200
24	10000	3400	6600	151800
25	10000	3400	6600	158400
26	10000	3400	6600	165000

BONUSES, TO EXTENT REASONABLE, ARE DEDUCTIBLE BUSINESS EXPENSES UNDER IRC SECTION 162. ABOVE ILLUSTRATION REFLECTS GENERAL TAX PRINCIPLES. FOR QUESTIONS AS TO HOW THIS APPLIES TO YOUR SPECIFIC CIRCUMSTANCES CONSULT WITH YOUR ATTORNEY OR TAX ADVISOR.

THIS ILLUSTRATION IS TO BE USED IN CONNECTION WITH THE ATTACHED METROPOLITAN LIFE INSURANCE COMPANY PROPOSAL SHOWING DETAILS, GUARANTEES, ASSUMPTIONS AND OTHER IMPORTANT INFORMATION FOR THE PLAN OF INSURANCE SHOWN.

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NEW YORK

RETIREMENT INCOME ILLUSTRATION
 PREPARED FOR JOHN G. TAXREIMBURSEMENT BY STEVEN KOHLER
 PLAN: LIFE PAID UP AT 98

CLASSIFICATION AGE AMOUNT OF INSURANCE
 INSURED: STANDARD SMOKER 40 \$463,254

REDUCED PAID UP POLICY OF \$684,000 STARTING IN YEAR 26
 ANNUAL DIVIDENDS USED TO BUY PAID-UP ADDITIONAL INSURANCE

POLICY YEAR	NET AFTER TAX RETIREMENT INCOME	TOTAL ANNUAL DIVIDEND	AMOUNT WITHDRAWN	TAX DUE*	ANNUAL LOAN+/ REPAYMENT(-)	TOTAL LOAN+	CASH VALUE OF REDUCED PAID-UP	NET ILLUSTRATIVE CASH VALUE	NET ILLUSTRATIVE DEATH BENEFIT
26	36,585	25,102	39,385	NONE	NONE	NONE	406,583	431,666	726,230
27	36,585	25,718	25,102	NONE	11,482	11,482	416,131	429,343	713,786
28	36,585	26,320	25,718	NONE	10,866	22,348	425,714	428,637	700,891
29	36,585	26,888	26,320	NONE	10,265	32,613	435,359	425,463	687,440
30	36,585	27,476	26,888	NONE	9,691	42,304	445,064	419,798	673,504
31	36,585	28,085	27,476	NONE	9,109	51,413	454,743	415,586	659,001
32	36,585	28,707	28,085	NONE	8,578	60,000	464,394	410,560	651,978
33	36,585	29,350	NONE	NONE	36,585	96,585	473,936	404,432	649,507
34	36,585	30,000	NONE	NONE	36,585	133,170	483,307	399,976	645,398
35	36,585	30,636	NONE	NONE	36,585	169,755	492,473	387,942	639,417
36	36,585	31,238	NONE	NONE	36,585	206,340	501,419	377,061	631,277
37	36,585	31,778	NONE	NONE	36,585	242,925	510,175	364,057	620,627
38	36,585	32,271	NONE	NONE	36,585	279,510	518,759	348,635	607,101
39	36,585	32,702	NONE	NONE	36,585	316,095	527,220	330,501	590,278
40	36,585	33,144	NONE	NONE	36,585	352,680	535,544	309,309	569,797
AGE 81 1/4	36,585	33,586	NONE	NONE	36,585	389,265	543,725	284,465	545,232
42	NONE	34,083	NONE	NONE	NONE	389,265	551,493	295,868	555,991
43	NONE	34,610	NONE	NONE	NONE	389,265	559,395	306,054	565,304
44	NONE	35,194	NONE	NONE	NONE	389,265	567,876	314,935	572,997
45	NONE	35,739	NONE	NONE	NONE	389,265	576,828	322,136	578,763
46	NONE	36,289	NONE	NONE	NONE	389,265	586,258	327,385	582,293
47	NONE	36,778	NONE	NONE	NONE	389,265	596,058	330,384	583,197
48	NONE	37,278	NONE	NONE	NONE	389,265	606,233	330,890	581,089
49	NONE	37,722	NONE	NONE	NONE	389,265	616,784	328,642	575,473
50	NONE	38,144	NONE	NONE	NONE	389,265	627,719	325,472	565,856
51	NONE	38,506	NONE	NONE	NONE	389,265	639,038	314,971	551,341
52	NONE	38,854	NONE	NONE	NONE	389,265	650,741	303,058	531,312
53	NONE	39,139	NONE	NONE	NONE	389,265	662,818	287,940	505,097
54	NONE	39,441	NONE	NONE	NONE	389,265	675,269	269,439	471,516
55	NONE	39,686	NONE	NONE	NONE	389,265	688,094	247,049	429,258
56	NONE	39,878	NONE	NONE	NONE	389,265	701,293	219,652	376,503
57	NONE	39,993	NONE	NONE	NONE	389,265	714,866	186,313	313,085
58	NONE	39,993	NONE	NONE	NONE	389,265	728,813	143,817	238,205
59	NONE	39,878	NONE	NONE	NONE	389,265	743,134	72,984	139,239
60	NONE	39,686	NONE	NONE	NONE	389,265	757,839	103,635	103,635

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METROPOLITAN LIFE INSURANCE COMPANY

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NEW YORK

PREPARED FOR JOHN Q. TANREIMBURSEMENT BY STEVEN KOHLER

- 1. AMOUNT WITHDRAWN PLUS ANY POLICY LOAN, REDUCED BY ANY TAX ON SURRENDER IN EXCESS OF COST BASIS AND ANY LOAN REPAYMENT. A RETIREMENT INCOME OF \$36,585 WILL BE PAYABLE FOR 16 YEARS.
- 2. INITIAL WITHDRAWAL IS MADE FROM CASH VALUE OF ADDITIONAL INSURANCE OF ORIGINAL POLICY AND INCLUDES TAX DUE ON PRIOR YEAR BONDS, IF ANY. SUBSEQUENT WITHDRAWALS ARE MADE FROM CASH VALUE OF ADDITIONAL INSURANCE OF THE REDUCED PAID-UP POLICY.
- 3. TAX DUE ON ANY SURRENDER IN EXCESS OF COST BASIS, BASED ON A 26.00% TAX BRACKET.
- 4. POLICY LOANS BASED ON AN ADJUSTABLE LOAN INTEREST RATE OF 8.75%. ACTUAL RATE MAY DIFFER AND IS SUBJECT TO CHANGE EACH POLICY ANNIVERSARY.
- 5. ILLUSTRATION ASSUMES LOAN INTEREST IS ADDED TO THE EXISTING LOAN EACH YEAR. THESE END OF YEAR VALUES REFLECTS ANY ANNUAL LOAN OR REPAYMENT.
- 6. CASH VALUE OF REDUCED PAID-UP AND CASH VALUE OF ADDITIONAL INSURANCE MINUS ANY OUTSTANDING LOAN AND LOAN INTEREST AT END OF YEAR.
- 7. FACE AMOUNT OF REDUCED PAID-UP POLICY AND ADDITIONAL INSURANCE MINUS ANY OUTSTANDING LOAN AND LOAN INTEREST AT END OF YEAR.
- 8. LIFE EXPECTANCY AT RETIREMENT AGE - U.S. POPULATION LIFE TABLES.
- 9. BASED ON A 34.00% EMPLOYER TAX BRACKET.

THIS ILLUSTRATION ASSUMES WITHDRAWALS ARE LIMITED TO THE RECOVERY OF COST BASIS.

DIVIDENDS BASED ON JAN. 1992 SCALE THAT USES CURRENT INTEREST, MORTALITY AND EXPENSE RATES. ILLUSTRATIVE FIGURES ARE NOT GUARANTEES OR ESTIMATES FOR THE FUTURE.

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EXPLANATORY NOTES FORM 467 AND FORM 463 MUST BE ENCLOSED PAGE 6

METROPOLITAN LIFE INSURANCE COMPANY

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M129779220152

NEW YORK

PREPARED FOR JOHN G. TAKREIMBURSEMENT BY STEVEN KOHLER
 PLANS: LIFE PAID UP AT 95

CLASSIFICATION AGE AMOUNT OF INSURANCE
 INSURED: STANDARD SMOKER 40 \$463,254
 PREMIUM MODE: ANNUAL

BASIC POLICY ANNUAL PREMIUM YRS PAYABLE*
 \$7,099.99 58
 PAID-UP ADDITIONS RIDER \$2,900.01 25

SUMMARY FOR PERIOD SHOWN

END OF 20 YEARS

AT AGE 65

TOTAL PREMIUMS \$208,000
 TOTAL ANNUAL DIVIDENDS \$250,800

ANY RIDER INSURANCE VALUE \$17,556
 ADDITIONAL INSURANCE BOUGHT BY ANNUAL DIVIDENDS 227,028 22,034
 ILLUSTRATIVE DEATH BENEFIT 707,838 402,622 807,910

GUARANTEED CASH VALUE \$53,516
 CASH VALUE OF ADDITIONAL INSURANCE \$16,143 232,724
 ILLUSTRATIVE CASH VALUE 269,659 233,722 436,447

GUARANTEED MONTHLY LIFE INCOME - (30 YEARS CERTAIN) \$1,149.45
 ILLUSTRATIVE MONTHLY LIFE INCOME - (30 YEARS CERTAIN) 3,323.91

INTEREST-ADJUSTED SE INDEXES (BASIC POLICY) 10 YRS 20 YRS
 LIFE INSURANCE SURRENDER COST INDEX \$3.83 \$5.60
 LIFE INSURANCE NET PAYMENT COST INDEX \$12.46 \$9.56
 EQUIVALENT LEVEL ANNUAL DIVIDEND \$2.87 \$5.74

VALUES SHOWN APPLY TO BASIC POLICY AND PAID RIDER UNLESS OTHERWISE NOTED.

DIVIDENDS BASED ON APRIL 1992 SCALE THAT USES CURRENT INTEREST, MORTALITY AND
 EXPENSE RATES. ILLUSTRATIVE MONTHLY INCOME BASED ON APRIL 1992 SETTLEMENT
 OPTION RATES. ILLUSTRATIVE FIGURES ARE NOT GUARANTEES OR ESTIMATES FOR THE
 FUTURE.

* PREMIUMS WILL BE PAID IN CASH DURING BONUS YEARS ONLY. SUBSEQUENT PREMIUMS, AS THEY
 FALL DUE, WILL BE PAID THROUGH THE SURRENDER OF POLICY VALUES. IF THERE ARE
 INSUFFICIENT FUNDS TO PAY ANY PREMIUMS IN FULL, ADDITIONAL CASH OUTLAY WILL BE REQUIRED.

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METROPOLITAN LIFE INSURANCE COMPANY

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NEW YORK

PREPARED FOR JOHN Q. FAKREIMBURSEMENT
PLAN: LIFE PAID UP AT 98

BY STEVEN KOHLER

CLASSIFICATION	AGE	AMOUNT OF INSURANCE
INSURED: STANDARD SMOKER	40	\$463,254
PREMIUM MODE: ANNUAL		

BASIC POLICY
PAID-UP ADDITIONS RIDER

ANNUAL PREMIUM YES PAYABLE
\$7,099.99 58
\$2,900.01 25

ANNUAL DIVIDENDS USED TO BUY PAID-UP ADDITIONAL INSURANCE

END OF POLICY YEAR	ANNUALIZED NET OUTLAY**	PREMIUM APPLIED	AMOUNT WITHDRAWN	TOTAL ANNUAL DIVIDEND	GUARANTEED CASH VALUE	ILLUSTRATIVE CASH VALUE	ILLUSTRATIVE DEATH BENEFIT
1	10,000	10,000	NONE	NONE	2,843	2,843	472,955
2	7,200	10,000	2,800	2,800	3,354	4,158	476,128
3	7,200	10,000	2,800	2,800	7,658	9,434	479,973
4	7,200	10,000	2,800	2,254	10,304	17,349	484,693
5	7,200	10,000	2,800	1,521	20,507	25,199	490,439
6	7,200	10,000	2,800	1,847	27,456	34,475	497,416
7	7,200	10,000	2,800	2,098	30,360	43,691	505,129
8	7,200	10,000	2,800	2,334	42,010	54,286	513,602
9	7,200	10,000	2,800	2,411	49,217	64,946	522,950
10	7,200	10,000	2,800	2,809	57,370	77,125	533,205
11	7,200	10,000	2,800	3,248	65,546	89,984	544,463
12	7,200	10,000	2,800	3,624	74,173	104,075	556,802
13	7,200	10,000	2,800	4,057	83,208	119,054	570,346
14	7,200	10,000	2,800	4,528	92,695	135,488	585,159
AGE 55	7,200	10,000	2,800	5,040	101,313	153,058	601,382
16	7,200	10,000	2,800	5,600	111,027	172,374	619,107
17	7,200	10,000	2,800	6,212	121,242	193,610	638,441
18	7,200	10,000	2,800	6,875	131,495	216,527	659,432
19	7,200	10,000	2,800	7,590	142,232	241,705	682,690
AGE 60	7,200	10,000	2,800	8,359	153,516	269,659	707,838
21	7,200	10,000	2,800	9,179	165,436	298,550	738,889
22	7,200	10,000	2,800	10,050	177,941	329,140	772,299
23	7,200	10,000	2,800	11,195	182,505	362,068	808,216
24	7,200	10,000	2,800	11,859	192,584	397,935	844,717
AGE 65	7,200	10,000	2,800	12,524	202,724	436,447	887,910

* BASE PLAN PREMIUM, RIDER PREMIUM AND ANY LOAN REPAYMENT LESS WITHDRAWALS AND LOANS. ANNUALIZED PREMIUM EQUALS THE NETAL PREMIUM TIMES NUMBER OF PREMIUM PAYING PERIODS FOR YEAR (MAY INCLUDE LOAN INTEREST PAYMENT IF OUTSTANDING LOAN EXCEEDS ILLUSTRATIVE CASH VALUE).

2 WITHDRAWALS ARE MADE FROM PMR DIVIDENDS FIRST, PMR CASH VALUE SECOND, AND BASE POLICY DIVIDENDS LAST.

3 POLICY LOANS BASED ON AN ADJUSTABLE LOAN INTEREST RATE OF 7.75%. ACTUAL RATE PAID BY POLICYHOLDER IS SUBJECT TO CHARGE EACH POLICY ANNIVERSARY. LOAN REPAYMENTS (-) MADE FROM POLICY WITHDRAWALS ONLY.

4 ILLUSTRATION ASSUMES LOAN INTEREST IS ADDED TO THE EXISTING LOAN EACH YEAR. IF OUTSTANDING LOAN EXCEEDS ILLUSTRATIVE CASH VALUE, LOAN INTEREST PAYMENTS WILL BE PAID BY POLICYHOLDER AND REFLECTED IN ANNUALIZED NET OUTLAY.

5 GUARANTEED CASH VALUE AND CASH VALUE OF ADDITIONAL INSURANCE.

6 INCLUDES BASIC INSURANCE, ADDITIONAL INSURANCE, AND ANY RIDER INSURANCE. REFLECTS ANY OUTSTANDING LOAN AND LOAN INTEREST.

DIVIDENDS BASED ON JAN. 1992 SCALE THAT USES CURRENT INTEREST, MORTALITY AND EXPENSE RATES. ILLUSTRATIVE FIGURES ARE NOT GUARANTEES OR ESTIMATES FOR THE FUTURE.

EXPLANATORY NOTES FORM 467 AND FORM 463 MUST BE ENCLOSED PAGE 8

METROPOLITAN LIFE INSURANCE COMPANY

7/23/92

TAX-ADVANTAGED BONUS PLAN
PRESENTATION TO ABC INC.
FOR
JOHN Q. NOTAXREIMBURSEMENT

MDL 1091
CONFIDENTIAL

Prepared by:
STEVEN KOHLER,
your Metropolitan Account Representative

METROPOLITAN LIFE INSURANCE COMPANY
ONE MADISON AVENUE
NEW YORK, NY 10010

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TAX-ADVANTAGED BONUS PLAN

The "Tax Advantaged Bonus Plan" offers completeness and flexibility all in one package:

Completeness:

Income Tax Free Retirement Income
Income Tax Free Death Benefit
Disability Waiver of Plan Premiums

Flexibility:

Easy to establish, no formal plan requirements
Include only the employees the Company wants
Increase retirement income without IRS approval
Plan features can be tailored to meet your needs
You decide how much to put in plan, not the IRS

Here's how the plan works:

1. Your company pays you a bonus between now and retirement. The larger the bonus the larger the benefits.
2. Use the bonus to purchase a life insurance contract on your life. The bonus will be automatically allocated between the base contract and the Paid-up Additions Rider.
3. The bonus will be subject to income tax. However, one year after you deposit money in the plan you may withdraw sufficient funds to reimburse yourself for the income taxes. If a withdrawal is made, the bottom line is a reimbursement of any out of pocket income tax paid on bonuses.
4. At retirement notify MetLife when you would like the retirement income to start. At retirement you can elect to receive a tax free retirement income. Remember, the more money you put in the plan the more retirement income you will receive.
5. You own the contract and you name the beneficiary. At your death your beneficiary will receive an income tax-free death benefit.
6. If you like, the plan can offer disability waiver of plan contributions. You can do this by selecting disability waiver of premiums.

The "Tax Advantaged Bonus Plan" offers you flexibility and simplicity. All you need to do is decide on the amount of the contribution and complete the application.

TAX-ADVANTAGED BONUS PLAN HIGHLIGHTS

FOR: JOHN Q. NOTAXREIMBURSEMENT AMOUNT OF INSURANCE: \$463,254
 AGE: 40 STANDARD SMOKER

DURING WORKING YEARS, AN ANNUAL BONUS OF \$10,000 WILL BE PAID FOR 25 YEARS

TOTAL BONUS PAID	\$250,000
TOTAL INCOME TAX ON BONUS	(\$70,000)
TOTAL PLAN REIMBURSEMENT FOR INCOME TAXES	\$0
NET TAX TO EXECUTIVE	(\$70,000)

AT RETIREMENT AGE 65, A NET ANNUAL INCOME OF \$51,231 WILL BE PAID FOR 16 YRS

TOTAL NET AFTER TAX RETIREMENT INCOME	\$851,696
TOTAL PROCEEDS AT DEATH (AGE 81)	\$814,396
TOTAL PAYOUT FROM PLAN	\$1,666,092
CUMULATIVE EMPLOYER COST**	(\$165,000)
TOTAL GAIN (AFTER TAX)	\$1,501,092

** BASED ON A 34.00% EMPLOYER TAX BRACKET.

METROPOLITAN LIFE INSURANCE COMPANY

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Illustration of Tax-Advantaged Bonus Plan

PREPARED FOR: JOHN Q. NOTAREIMBURSEMENT
 ISSUE AGE: 40

AMOUNT OF INSURANCE \$ 463,254
 ASSUMED TAX BRACKET: 28.30%

PLAN OF INSURANCE: LIFE PAID-UP AT 98

DIVIDENDS APPLIED TO: Additional Insurance

EXECUTIVE'S ILLUSTRATION
 BONUS EQUAL TO THE PREMIUM PAYABLE FOR 25 YEARS

YEAR	ANNUAL PREMIUM	BONUS	TAX ON BONUS	TAX FREE DISTRIBUTION	NET TAX TO EXECUTIVE	ILLUSTRATIVE CASH VALUE	DEATH BENEFIT
1	10000	10000	2800	0	0	2845	472955
2	10000	10000	2800	0	2800	7134	486031
3	10000	10000	2800	0	2800	15609	500036
4	10000	10000	2800	0	2800	26973	515156
5	10000	10000	2800	0	2800	38544	531559
TOTAL	50000	50000	14000	0	11200		
6	10000	10000	2800	0	2800	51838	549462
7	10000	10000	2800	0	2800	65396	568379
8	10000	10000	2800	0	2800	80677	588334
9	10000	10000	2800	0	2800	96197	609455
10	10000	10000	2800	0	2800	114043	631790
TOTAL	100000	100000	28000	0	25200		
11	10000	10000	2800	0	2800	132830	655514
12	10000	10000	2800	0	2800	153339	680693
13	10000	10000	2800	0	2800	175260	707452
14	10000	10000	2800	0	2800	199199	735879
15	10000	10000	2800	0	2800	224883	766114
TOTAL	150000	150000	42000	0	19200		
16	10000	10000	2800	0	2800	252968	798263
17	10000	10000	2800	0	2800	283689	832491
18	10000	10000	2800	0	2800	316841	868913
19	10000	10000	2800	0	2800	353166	907664
20	10000	10000	2800	0	2800	392998	948932
TOTAL	200000	200000	56000	0	53200		
21	10000	10000	2800	0	2800	434793	998325
22	10000	10000	2800	0	2800	479339	1051023
23	10000	10000	2800	0	2800	527283	1107134
24	10000	10000	2800	0	2800	579291	1166800
AGE 65	10000	10000	2800	0	2800	635137	1230184
TOTAL	250000	250000	70000	0	67200		

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Illustration of Tax-Advantaged Bonus Plan

PREPARED FOR: JOHN Q. NOTAXREIMBURSEMENT
ISSUE AGE: 40

AMOUNT OF INSURANCE \$ 463,254
ASSUMED TAX BRACKET: 28.00%

PLAN OF INSURANCE: LIFE PAID-UP AT 98

DIVIDENDS APPLIED TO: Additional Insurance

EXECUTIVE'S ILLUSTRATION
BONUS EQUAL TO THE PREMIUM PAYABLE FOR 25 YEARS

1. WITHDRAWALS NOT EXCEEDING TOTAL PREMIUMS PAID TO DATE ARE CONSIDERED A TAX FREE RECOVERY OF COST BASIS.

2. TAX ON BONUS, ALTHOUGH SHOWN IN THE YEAR BONUS IS RECEIVED, IS ASSUMED NOT TO BE PAID UNTIL THE FOLLOWING POLICY YEAR. TAX ON BONUS WILL BE PAID OUT OF POCKET BY EXECUTIVE.

3. ILLUSTRATIVE VALUES ARE NOT GUARANTEES OR ESTIMATES OF FUTURE RESULTS.

THIS ILLUSTRATION IS TO BE USED IN CONNECTION WITH THE ATTACHED METROPOLITAN LIFE INSURANCE COMPANY PROPOSAL SHOWING DETAILS, GUARANTEES, ASSUMPTIONS AND OTHER IMPORTANT INFORMATION FOR THE PLAN OF INSURANCE SHOWN. ABOVE ILLUSTRATION REFLECTS GENERAL TAX PRINCIPLES. FOR QUESTIONS AS TO HOW THIS APPLIES TO YOUR SPECIFIC CIRCUMSTANCES CONSULT WITH YOUR ATTORNEY OR TAX ADVISOR.

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METROPOLITAN LIFE INSURANCE COMPANY

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Illustration of Tax-Advantaged Bonus Plan

PREPARED FOR: JOHN Q. NOTAXREIMBURSEMENT
 ISSUE AGE: 40
 EMPLOYER'S NAME: ABC INC.
 PLAN OF INSURANCE: LIFE PAID-UP AT 58

AMOUNT OF INSURANCE \$ 463,254
 ASSUMED TAX BRACKET: 34.00%

DIVIDENDS APPLIED TO: Additional Insurance

EMPLOYER'S ILLUSTRATION
 BONUS EQUAL TO THE PREMIUM PAYABLE FOR 25 YEARS

YEAR	BONUS	TAX SAVINGS TO EMPLOYER	AFTER TAX OUTLAY	CUMULATIVE OUTLAY
1	10000	3400	6600	6600
2	10000	3400	6600	13200
3	10000	3400	6600	19800
4	10000	3400	6600	26400
5	10000	3400	6600	33000
6	10000	3400	6600	39600
7	10000	3400	6600	46200
8	10000	3400	6600	52800
9	10000	3400	6600	59400
10	10000	3400	6600	66000
11	10000	3400	6600	72600
12	10000	3400	6600	79200
13	10000	3400	6600	85800
14	10000	3400	6600	92400
15	10000	3400	6600	99000
16	10000	3400	6600	105600
17	10000	3400	6600	112200
18	10000	3400	6600	118800
19	10000	3400	6600	125400
20	10000	3400	6600	132000
21	10000	3400	6600	138600
22	10000	3400	6600	145200
23	10000	3400	6600	151800
24	10000	3400	6600	158400
25	10000	3400	6600	165000

BONUSES, TO EXTENT REASONABLE, ARE DEDUCTIBLE BUSINESS EXPENSES UNDER IRC SECTION 162. ABOVE ILLUSTRATION REFLECTS GENERAL TAX PRINCIPLES. FOR QUESTIONS AS TO HOW THIS APPLIES TO YOUR SPECIFIC CIRCUMSTANCES CONSULT WITH YOUR ATTORNEY OR TAX ADVISOR.

THIS ILLUSTRATION IS TO BE USED IN CONNECTION WITH THE ATTACHED METROPOLITAN LIFE INSURANCE COMPANY PROPOSAL SHOWING DETAILS, GUARANTEES, ASSUMPTIONS AND OTHER IMPORTANT INFORMATION FOR THE PLAN OF INSURANCE SHOWN.

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METROPOLITAN LIFE INSURANCE COMPANY

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M129779220160

NEW YORK

RETIREMENT INCOME ILLUSTRATION

PREPARED FOR JOHN D. MONTAGNE/REIMBURSEMENT BY STEVEN KOHLER
 PLAN: LIFE PAID UP AT 98

CLASSIFICATION AGE AMOUNT OF INSURANCE
 INSURED: STANDARD SMOKER 60 \$443,254

REDUCED PAID UP POLICY OF \$1,002,422 STARTING IN YEAR 26
 ANNUAL DIVIDENDS USED TO BUY PAID-UP ADDITIONAL INSURANCE

POLICY YEAR	NET AFTER TAX RETIREMENT INCOME	TOTAL ANNUAL DIVIDEND	AMOUNT WITHDRAWN	TAX DUE*	ANNUAL LOAN--/ REPAYMENT(+)	TOTAL LOAN--	CASH VALUE OF REDUCED PAID-UP	NET ILLUSTRATIVE CASH VALUE	NET ILLUSTRATIVE DEATH BENEFIT
26	53,231	34,788	53,231	NONE	NONE	NONE	595,859	432,618	1,044,312
27	53,231	37,691	34,788	NONE	16,442	16,442	609,853	449,643	1,044,494
28	53,231	38,573	37,691	NONE	15,540	31,982	623,897	466,125	1,028,052
29	53,231	39,405	38,573	NONE	14,658	46,640	638,031	482,170	1,008,845
30	53,231	40,267	39,405	NONE	13,780	60,420	652,225	497,137	988,954
31	53,231	41,159	40,267	NONE	12,943	73,363	666,440	511,552	968,284
32	53,231	42,071	41,159	NONE	12,100	85,463	680,584	525,319	946,315
33	53,231	43,013	42,071	NONE	11,280	96,743	694,658	538,529	922,271
34	53,231	43,986	43,013	NONE	10,480	107,223	708,662	551,177	896,838
35	53,231	44,898	43,986	NONE	9,700	116,923	722,596	563,262	869,673
36	53,231	45,780	44,898	NONE	8,940	125,863	736,459	574,783	839,355
37	53,231	46,572	45,780	NONE	8,200	134,063	750,250	585,737	806,366
38	53,231	47,294	46,572	NONE	7,480	141,543	763,969	596,121	770,169
39	53,231	47,925	47,294	NONE	6,780	148,323	777,606	605,933	731,165
40	53,231	48,577	47,925	NONE	6,100	154,423	791,160	615,172	689,743
41	53,231	49,210	48,577	NONE	5,440	159,863	804,629	623,837	645,394
42	NONE	49,750	49,210	NONE	4,800	164,663	817,922	631,927	598,374
43	NONE	50,222	49,750	NONE	4,180	168,843	831,049	639,441	548,190
44	NONE	51,571	50,222	NONE	3,580	172,423	844,000	646,379	494,582
45	NONE	52,874	51,571	NONE	3,000	175,423	856,975	652,731	437,091
46	NONE	53,188	52,874	NONE	2,440	177,863	869,274	658,506	376,256
47	NONE	54,432	53,188	NONE	1,900	179,763	880,898	663,713	311,494
48	NONE	55,613	54,432	NONE	1,380	181,143	891,847	668,351	243,234
49	NONE	56,730	55,613	NONE	880	182,023	902,121	672,419	171,731
50	NONE	57,780	56,730	NONE	380	182,403	911,720	675,916	96,251
51	NONE	58,764	57,780	NONE	0	182,403	920,644	678,841	0
52	NONE	59,682	58,764	NONE	0	182,403	928,895	681,192	0
53	NONE	60,534	59,682	NONE	0	182,403	936,471	682,967	0
54	NONE	61,320	60,534	NONE	0	182,403	943,371	684,166	0
55	NONE	62,040	61,320	NONE	0	182,403	949,694	684,690	0
56	NONE	62,694	62,040	NONE	0	182,403	955,439	684,539	0
57	NONE	63,282	62,694	NONE	0	182,403	960,604	683,713	0
58	NONE	63,804	63,282	NONE	0	182,403	965,189	682,219	0
59	NONE	64,260	63,804	NONE	0	182,403	969,194	680,066	0
60	NONE	64,650	64,260	NONE	0	182,403	972,619	677,263	0

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METROPOLITAN LIFE INSURANCE COMPANY

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NEW YORK

PREPARED FOR JOHN G. NOTAXREIMBURSEMENT BY STEVEN KOHLER

- 1. AMOUNT WITHDRAWN PLUS ANY POLICY LOAN, REDUCED BY ANY TAX ON SURRENDER IN EXCESS OF COST BASIS AND ANY LOAN REPAYMENT, A RETIREMENT INCOME OF \$53,231 WILL BE PAYABLE FOR 16 YEARS.
- 2. INITIAL WITHDRAWAL IS MADE FROM CASH VALUE OF ADDITIONAL INSURANCE OF ORIGINAL POLICY. TAX DUE ON PRIOR YEAR BONUS, IF ANY, IS ASSUMED TO BE PAID OUT OF POCKET BY EXECUTIVE. SUBSEQUENT WITHDRAWALS ARE MADE FROM CASH VALUE OF ADDITIONAL INSURANCE OF THE REDUCED PAID-UP POLICY.
- 3. TAX DUE ON ANY SURRENDER IN EXCESS OF COST BASIS, BASED ON A 28.00% TAX BRACKET.
- 4. POLICY LOANS BASED ON AN ADJUSTABLE LOAN INTEREST RATE OF 8.75%. ACTUAL RATE MAY DIFFER AND IS SUBJECT TO CHANGE EACH POLICY ANNIVERSARY.
- 5. ILLUSTRATION ASSUMES LOAN INTEREST IS ADDED TO THE EXISTING LOAN EACH YEAR. THESE END OF YEAR VALUES REFLECTS ANY ANNUAL LOAN ON REPAYMENT.
- 6. CASH VALUE OF REDUCED PAID-UP AND CASH VALUE OF ADDITIONAL INSURANCE MINUS ANY OUTSTANDING LOAN AND LOAN INTEREST AT END OF YEAR.
- 7. FACE AMOUNT OF REDUCED PAID-UP POLICY AND ADDITIONAL INSURANCE MINUS ANY OUTSTANDING LOAN AND LOAN INTEREST AT END OF YEAR.
- 8. LIFE EXPECTANCY AT RETIREMENT AGE - U.S. POPULATION LIFE TABLES.
- 9. BASED ON A 34.00% EMPLOYER TAX BRACKET.

THIS ILLUSTRATION ASSUMES WITHDRAWALS ARE LIMITED TO THE RECOVERY OF COST BASIS.

DIVIDENDS BASED ON JAN. 1992 SCALE THAT USES CURRENT INTEREST, MORTALITY AND EXPENSE RATES. ILLUSTRATIVE FIGURES ARE NOT GUARANTEES OR ESTIMATES FOR THE FUTURE.

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EXPLANATORY NOTES FORM 467 AND FORM 463 MUST BE ENCLOSED PAGE 6

METROPOLITAN LIFE INSURANCE COMPANY

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M129779220162

NEW YORK

PREPARED FOR JOHN C. WOTAKREIMBURSEMENT BY STEVEN KOHLER
 PLAN: LIFE PAID UP AT 98

CLASSIFICATION	AGE	AMOUNT OF INSURANCE
INSURED: STANDARD SMOKER	40	\$463,254
		PREMIUM MODE: ANNUAL
BASIC POLICY		ANNUAL PREMIUM TRS PAYABLE*
PAID-UP ADDITIONS RIDER		\$7,099.99 56
		\$2,900.01 25
SUMMARY FOR PERIOD SHOWN	END AT 20 YEARS	AT AGE
TOTAL PREMIUMS	\$200,000	\$250,000
TOTAL ANNUAL DIVIDENDS	107,279	178,457
ANY RIDER INSURANCE VALUE	147,118	173,012
ADDITIONAL INSURANCE BOUGHT BY ANNUAL DIVIDENDS	336,260	593,918
ILLUSTRATIVE DEATH BENEFIT	948,932	1,230,184
GUARANTEED CASH VALUE	219,951	290,367
CASH VALUE OF ADDITIONAL INSURANCE	173,047	344,769
ILLUSTRATIVE CASH VALUE	392,998	635,137
GUARANTEED MONTHLY LIFE INCOME - (10 YEARS CERTAIN)		1,646.38
ILLUSTRATIVE MONTHLY LIFE INCOME - (10 YEARS CERTAIN)		4,807.99
INTEREST-ADJUSTED SX INCREASES (BASED ON 6% INTEREST)	10 YRS	20 YRS
LIFE INSURANCE SURRENDER COST INDEX	83.83	8.60
LIFE INSURANCE NET PAYMENT COST INDEX	512.46	89.58
EQUIVALENT LEVEL ANNUAL DIVIDEND	32.87	15.74

VALUES SHOWN APPLY TO THE BASIC POLICY AND PLUS RIDER UNLESS OTHERWISE NOTED.

DIVIDENDS BASED ON JAN. 1992 SCALE THAT USES CURRENT INTEREST, MORTALITY AND EXPENSE RATES. ILLUSTRATIVE MONTHLY INCOME BASED ON APRIL 1992 SETTLEMENT OPTION RATES. ILLUSTRATIVE FIGURES ARE NOT GUARANTEES OR ESTIMATES FOR THE FUTURE.

* PREMIUMS WILL BE PAID IN CASH DURING BONUS YEARS ONLY. SUBSEQUENT PREMIUMS, AS THEY FALL DUE, WILL BE PAID THROUGH THE SURRENDER OF POLICY VALUES. IF THERE ARE INSUFFICIENT FUNDS TO PAY ANY PREMIUM IN FULL, ADDITIONAL CASH OUTLAY WILL BE REQUIRED.

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METROPOLITAN LIFE INSURANCE COMPANY

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